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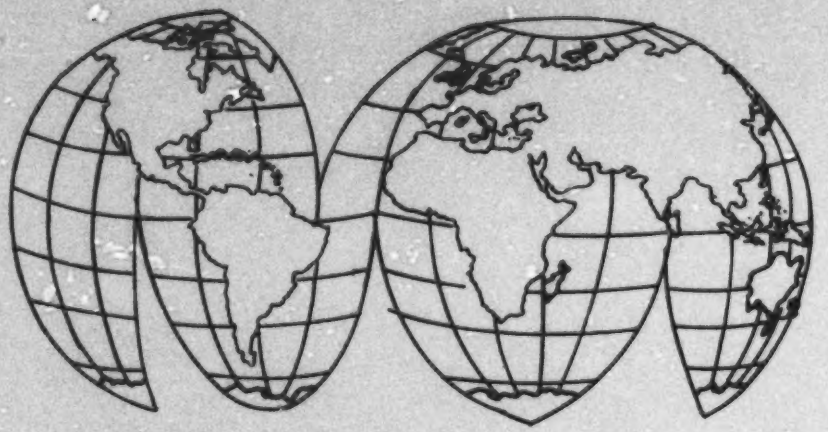
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Arkansas



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U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Arkansas

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Arkansas. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by LaDonna R. Gooden of the Office of International Trade. Major contributions were made by Donald L. Libby of the Little Rock District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
320 West Capitol Avenue, Suite 601
Little Rock, AR 72201
(501) 378-5813

U.S. Department of Commerce
International Trade Administration
Savers Federal Building, Suite 811
320 West Capitol Avenue
Little Rock, AR 72201
(501) 378-5794

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Arkansas Association of Planning and Development Districts
c/o EDA
Savers Federal Building
Little Rock, AR 72201
(501) 378-5637

The Association provides management and consulting services. It is also responsible for administration of economic programs.

Arkansas Development Finance Authority
Export Finance Office
P.O. Box 8023
Little Rock, AR 72203
(501) 682-5901

The Finance Authority issues bonds and guarantee bonds at low interest rates. The Export Finance Office provides a loan program for financing accounts receivables.

Arkansas Industrial Development Commission
International Marketing Division
One State Capitol Mall
Little Rock, AR 72201
(501) 371-7688

The International Marketing Division is Arkansas' lead agency for export promotion, and it offers numerous services. The Division offers educational seminars on a variety of export-related topics, including export procedures. It provides one-on-one export counseling, and can assist a firm with foreign market research. The Division participates in overseas trade missions and trade shows, representing Arkansas companies. Close cooperation is maintained with a variety of other government agencies, universities and trade organizations. The Division also maintains overseas offices in Brussels, Tokyo and Osaka.

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing presents these agencies and brief descriptions, where available, of their international trade services. The Planning and Development Districts all provide general assistance for exporters and referrals.

Central Arkansas Planning and Development District
112 N.E. Front Street
P.O. Box 1877
Lonoke, AR 72086
(501) 676-2721
(501) 374-4669

East Arkansas Planning and Development District
P.O. Box 1403
Jonesboro, AR 72401
(501) 932-3957

The organization provides experienced international trade counselors.

Northwest Arkansas Economic Development District
P.O. Box 190
Harrison, AR 72601
(501) 741-5404

Southeast Arkansas Economic Development District
P.O. Box 6806
Pine Bluff, AR 71611
(501) 536-1971

Southwest Arkansas Planning and Development District
P.O. Box 767
Magnolia, AR 71753
(501) 234-4030

Western Arkansas Planning and Development District
P.O. Box 2067
Fort Smith, AR 72901
(501) 785-2651

West Central Arkansas Planning and Development District
P.O. Box 1558
Hot Springs, AR 71901
(501) 624-1036

White River Planning and Development District
P.O. Box 2396
Batesville, AR 72501
(501) 793-5233

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Little Rock Port Authority
7500 Lindsey Road
Little Rock, AR 72206
(501) 490-1468

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Arkansas State University at Jonesboro
School of Business Administration
State University, AR 72467
(501) 972-3416

Arkansas State University at Jonesboro offers a degree in International Business. It also conducts international business conferences and export seminars for the business community.

University of Arkansas at Little Rock
International Trade Center
Library Building, 5th Floor
33rd and University Avenue
Little Rock, AR 72204
(501) 371-2992

The International Trade Center provides market information and background data on international business developments to export businesses. Counseling and technical assistance on exporting is available. Library resources provide information on international economic activities. Seminars are conducted throughout the year on various current and relevant aspects of exporting.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Arkansas State Chamber of Commerce
Wallace Building, Suite 911
Little Rock, AR 72201
(501) 374-9225

The Arkansas State Chamber provides referral services and sponsors programs on exporting.

Fort Smith Chamber of Commerce
613 Garrison Avenue
Fort Smith, AR 72901
(501) 783-6118

The Fort Smith Chamber sponsors international trade programs, and hosts the local World Trade Club. It acts as a referral service for the District Offices of the U.S. Department of Commerce and the U.S. Small Business Administration.

Greater Little Rock Chamber of Commerce
1 Spring Street
Little Rock, AR 72201
(501) 374-4871

The Little Rock Chamber provides referral services and sponsors educational programs on international trade.

Jonesboro Chamber of Commerce
P.O. Box 789
Jonesboro, AR 72403
(501) 932-6691

The Jonesboro Chamber co-sponsors educational programs on international trade, and provides a referral service. It also hosts the World Trade Club of Northeast Arkansas.

Phillips County Chamber of Commerce
111 Hickory Hill Driver
P.O. Box 447
Helena, AR 72342
(501) 338-8327

Russellville Chamber of Commerce
P.O. Box 822
Russellville, AR 72801
(501) 968-2530

PRIVATE/OTHER ORGANIZATIONS

he following listing includes various organizations, such as international rade associations, which provide services for exporters. Such ssociations often provide educational programs on international trade, onduct meetings with guest speakers, work to stimulate interest in nternational trade, and provide networking opportunities, among other ervices. Descriptions of services are included where available.

ansas Bankers Association
1 West 2nd Street
ttle Rock, AR 72201
(501) 376-3741

e Arkansas Bankers Association can provide referrals for firms seeking ternational banking services.

ansas District Export Council
o U.S. Department of Commerce
vers Federal Building, Suite 635
0 West Capitol Avenue
ttle Rock, AR 72201
(501) 378-5794

e Arkansas District Export Council is one of 51 District Export Councils tionwide. These Councils operate under the guidance of the U.S. partment of Commerce. The membership of the Council, which is appointed the Secretary of Commerce, consists of district leaders in commerce, dustry, academia and local governments with close association with ternational trade. The basic mission of the Councils is to work with the mmerce Department's district offices to promote international trade. The uncils assist in sponsoring workshops and seminars on exporting, and help range export counseling for potential or beginning exporters. The uncils also serve to provide the Commerce Department with the business mmunity's views on international trade issues.

ansas Exporters Round Table
50 Union National Plaza
ttle Rock, AR 72201
(501) 375-5377

tional Federation of Independent Business
. Pyramid Place
st 2nd Street
ttle Rock, AR 72201
(501) 372-7593

World Trade Club of Northeast Arkansas
P.O. Box 2566
Jonesboro, AR 72401
(501) 932-9225

FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country. A country's embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Arkansas.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 120
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. Thes may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchang and export financing, as well as information and advice on exporting, suc as export regulations and potential foreign markets and representatives.

Commercial National Bank
P.O. Box 1331
Little Rock, AR 72203
(501) 378-3000

First National Bank in Little Rock, N.A.
P.O. Box 1471
Little Rock, AR 72203
(501) 371-7340

Union National Bank
One Union National Plaza
P.O. Box 1541
Little Rock, AR 72203
(501) 378-4000

Worthen Bank & Trust Co., N.A.
P.O. Box 1681
Little Rock, AR 72203
(501) 371-1063

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Jacob Hartz Seed Co., Inc. P.O. Box 946 Stuttgart, AR 72160 (501) 673-8565	Seeds.
Harco Exports P.O. Box 913 Stuttgart, AR 72160 (501) 673-4071	Seeds and milled rice, bulk and sacked grain, agricultural equipment.
Midsouth International 201 Hall Building Little Rock, AR 72203 (501) 374-3205	Agricultural & industrial machinery, industrial safety products.
Mundo Sales Co. 3001 Willow P.O. Box 3384 Fort Smith, AR 72913 (501) 782-2510	Sporting goods, military hardware, general items.
M. Edwin Prud'homme P.O. Box 161 Little Rock, AR 72201 (501) 376-8888	
United Pacific Trading, Inc. 801 Scott, Suite 200 P.O. Box 935 Little Rock, AR 77203 (501) 372-0060	Sawmill products, logs, electrical equipment and supplies, wood household furniture, radio and television communication equipment.

Wolfgang Wagner
105 South Boulder
P.O. Box 2121
Russellville, AR 72801
(501) 968-5584

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below.

Arthur Andersen & Co.
400 West Capitol Avenue
Little Rock, AR 72201
(501) 372-2033

International accounting & taxation.

Deloitte Haskins & Sells
111 Center Street
Little Rock, AR 72201
(501) 374-0206

International accounting & taxation.

International Development Consultants, Inc.
Elrock Building, Suite 208
10th and Louisiana Streets
Little Rock, AR 72202
(501) 374-9276

National Association of Minority Contractors of Arkansas
719 N. Main Street
P.O. Box 5121
North Little Rock, AR 72119
(501) 375-6262

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*).

Arkansas Shipping & Packaging Service, Inc.
219 West 2nd Street
Little Rock, AR 72201
(501) 376-9244

Burlington Air Express
301 Pepper Avenue
Little Rock, AR 72202
(501) 375-2083

DHL Worldwide Express
7123 Interstate 30, Suite 14
Little Rock, AR 72209
(501) 563-1666

J.F. Lumpkin, Custom House Broker
1 Airport Road
Little Rock, AR 72202
(501) 375-5551

Edward McNutt Custom House Broker (*)
Adams Field
Little Rock, AR 72202
(501) 372-7888

Plant Truck Line (*)
Industrial Park Hwy 110
Heber Springs, AR 72543
(501) 362-3640

Worldwide Transportation Services, Inc.
P.O. Box 996
North Little Rock, AR 72115
(501) 758-6405
Telex: 53-6494 WORLDWIDE LRK

* Note: The bulk of export shipments from Arkansas are sent from Houston or New Orleans.

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Allison Warehouse and Transfer
Company, Inc.
2003 West 38th Street
North Little Rock, AR 72118
(501) 758-4488

Wrap Right Packaging, Inc.
11323 Arcade Drive
Little Rock, AR 72212
(501) 227-8818

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

American International Companies
First South Building, Suite 1309
111 Center Street
Little Rock, AR 72201
(501) 372-0078

Rebsamen Insurance
1500 Riverfront Road
P.O. Box 3198
Little Rock, AR 72203
(501) 661-4800

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Jean C. Anderson — French
4801 North Hills Boulevard 9H
North Little Rock, AR 72116
(501) 753-3464

S.D. Formica — Italian
900 Club Road
P.O. Box 6163
North Little Rock, AR 72116
(501) 835-6223

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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